



# Country Commercial Briefing: Azerbaijan

Caspian Finance Seminar  
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# Azerbaijan Country Briefing

- Major energy development with niche prospects in non-oil and gas sector
- Political stability
- Macroeconomic reform underway; need for further reform including accelerated privatization
- Small, specialized market with geographical reach in the Caspian and beyond; potential as transportation hub



# Azerbaijan Country Briefing

- Major Oil and Gas Investment into 2007 will drive the business case for Azerbaijan;
- Business focus on offshore E&P, infrastructure and onshore pipelines
- BTC announcement expected in June; Shah Deniz shortly after
- Major opportunities for U.S. SME firms selling to larger consortia -- Commercial Service as your link



# Target Market: U.S. Oil and Gas Service Firms

- Oil and gas pipeline, onshore and offshore
- Oil and Gas Storage
- Drilling and Quarters Platforms
- Jacket, piles and drilling templates
- Road, rail, power and ancillary infrastructure upgrades
- Supply Bases
- Information Technologies and Communications



# Key Sectors for U.S. Business Development

## Oil and Gas Equipment and Service

Business Factor: BP driving the business for ACG Full Field Development and onshore AGT pipe

## Information and Telecommunications Technologies

Business Factor: Planned privatization of Aztelecom

## Architectural, Construction and Engineering Equipment and Services

Business Factor: Ancillary Services for Oil Patch and IFI-backed Tenders

## Agribusiness and Food Processing and Packaging

Business Factor: Private Investment and Regaining Lost Markets



# U.S. Firms Need to Get on the Pre-Qual Lists

- Expressions of Interest as sub-supplier to major contractors;
- Getting on the pre-qual list: need to understand the points of decision (i.e. Baku vs. Houston); perseverance is key
- Bring financing to the table to strengthen the bid -- role of Caspian Finance Center
- In-country presence



# Key Events/Issues to Watch

- Announcement of major contractors for BTC and SD pipeline (Summer 2002)
- FITCH/IBCA Review of Country Rating (Late Summer 2002)
- Results of President Aliyev's Meetings with Domestic and Foreign Companies -- improvements in the business climate?



# U.S. Commercial Service

## Our Mission:

Promote exports of goods and services  
from the United States, particularly by  
small- and medium-sized businesses

Protect United States business interests  
abroad





# U.S. Commercial Service Products and Services

- U.S. Clients
- Business Advisory and Consulting
- Gold Key Executive Appointment Service
- Flexible Market Research
- Due Diligence and Major Project Advocacy
- Azeri and Host Country Clients
- International Partner Search
- Trade Opportunity Program
- International Buyer Delegations to Major Trade Shows
- Networking



# USA Pavilion: One Stop Shop for U.S. Business Development

- American Chamber of Commerce, U.S.-Azerbaijan Chamber of Commerce, and U.S. Embassy Commercial Service;
- June 5 and 6: One-on-One Meetings with trade and project financiers and U.S. Embassy professionals in the region;
- Discuss business opportunities in several markets and follow-up strategies



# Contact Us via the USA Pavilion (Stand 80) or

U.S. Embassy Commercial Service  
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